

## Message Text

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10

ACTION AID-31

INFO OCT-01 AF-06 ISO-00 EB-07 IGA-01 /046 W

----- 024270

P 050657Z MAR 75

FM AMEMBASSY MASERU

TO SECSTATE WASHDC PRIORITY 4706

C O N F I D E N T I A L MASERU 217

FOR AID/W

FOLLOWING MASERU 218 SENT ACTION MBABANE INFO GABORONE 28 FEB 75  
IS REPEATED HERewith FOR YOUR INFO.

QUOTE

C O N F I D E N T I A L MASERU 218

AIDAC

E.O. 11652: GDS

SUBJECT CONSULTANCY IN WOOL NEGAOTIATIONS

1. FORMAL REQUEST FROM GOL FOR HIGH LEVEL CONSULTANT TOO  
ASSIST ONGOING NEGOTIATIONS FOR WOOL SCOURING PLANT WITH REWATED  
MARKETING AGREEMENT RECEIVED FEB 27. GOL REQUESTS FOLLOWING  
INFORMATION ON REQUEST BE HELD IN CONFIDENCE.

2. GOL NEGOTIATING WITH LARGE INTERNATIONAL WOOL MARKETING  
FIRM BASED SOUTH AFRICA ON ESTABLISHMENT OF WOOL SCOURING ENTER-  
PRISE LESOTHO WITH RELATED EXCLUSIVE MARKETING AGREEMENT WITH  
INVESTOR FOR MINIMUM 50 PERCENT LESOTHO WOOL EXPORTS NEXT TEN  
YEARS. WOOL EXPORTS CURRENTLY ESTIMATED INEXCESS FOUR MILLION  
KILGRAMS ANNUALLY.

3. GOL AND INVESTOR WOULD HOLD EQUAL EQUITY IN RAND ONE MILLION  
SCOURING PLANT OPERATION IN LESOTHO. INVESTOR WOULD SEPARATELY  
PURCHASE WOOL FROM LIVESTOCK MARKETING CORP. (LMC) AT  
STANDARD FIRST STAGE PAYMENT. WOOL WOULD BE WASHED IN PLANT/  
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DIFFERENCE BETWEEN FIRST STAGE PRICE AND FINAL INTERNATIONAL PRICE

LESS MARKETING COST AND COMMISSION OF INVESTOR WOULD BE PAID  
WOOL GROWERS. THERE WOULD BE OPTIONS TO INCREASE PERCENTAGE  
BOUGHT BY INVESTOR.

4. GOL MOST INTERESTED DEAL AND HAS NO REASON SUSPECT  
INTENTIONS INVESTOR. HOWEVER, NO ONE IN LESOTHO HAS ANY  
EXPERIENCE IN THIS TYPE NEGOTIATION AND GOL FEELS OUTCLASSED.  
GOL HAS ONLY GENERAL IDEA COST/PROFIT ISSUES THEIR SIDE DEAL  
AND NONE ON THOSE FACING INVESTOR. GOL CONCERNED IT WILL NOT  
BE ABLE REACH MOST ADVANTAGEOUS TERMS WITHOUT EXPERT ADVISE.

5. REQUEST US FOR TOP-FLIGHT U.S. EXPERT TO REVIEW NEGOTIATIONS  
AND ADVISE HOW TO PROCEED. ESTIMATE TWO TO THREE WEEKS  
REQUIRED. PERSON NEEDED ASAP BUT BELIEVES IF AVAILABILITY  
CONFIRMED GOL WILL DELAY NEGOTIATIONS UNTIL ARRIVAL. PERMSEC  
AGRIC EXPECTED BE IN OTTAWA SECOND-THIRD WEEKS MARCH.  
IF EXPERT IDENTIFIED WOULD TRAVEL TO U.S. TO MEET.  
HAUGHT  
UNQUOTE HAUGHT

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NNN

## Message Attributes

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